

Acquisition Reform Success Story



C-32A Acquisition

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Program Description

Contracts for lease with option to purchase and contractor logistics support of four Boeing 757-200 aircraft to support the Very Important Person/Special Air Mission (VIP/SAM) requirements of the 89th Airlift Wing at Andrews Air Force Base MD.

How Streamlining Made a Difference

The award of the C-32A contracts culminated an extensive Government/Industry effort to replace the aging fleet of VC-137 aircraft currently being operated to fulfill the VIP/SAM mission. By developing requirements that used commercially available aircraft and components, the Air Force maximized the use of streamlined acquisition techniques. All options to be acquired are those that are available to any other commercial customer. The contractor was able to make use of commercial financing for the production of the aircraft. As a result, replacement aircraft will be delivered two years faster and at a significantly lower cost than could have been achieved using an approach requiring the development and integration of unique military aircraft components. The solicitation was six pages in length and was issued in the Commerce Business Daily for maximum industry participation. In comparison, the solicitation for the VC-25 (Air Force One) was 670 pages. The standard 45 day period for the CBD process was reduced to 30 days by combining the solicitation and the CBD announcement rather than doing them in serial fashion. No military specifications are on contract and the USAF is electronically tied into the contractor's management information system for program insight. Minimum CDRLs were required, from 188 on the VC-25 down to 11 on the C-32A.

Measure	From	To
Mil Spec	81 (VC-25)	0
Solicitations	670 pages (VC-25)	6
CDRLS	188 (VC-25)	11

Bottom Line: ASC and OC-ALC, in conjunction with AMC and the 89th AW, have developed and executed an acquisition strategy for the VIP/SAM aircraft more efficient (doing it **faster**) than the normal acquisition process and at significantly lower costs (doing it **cheaper**). The C-32A acquisition process is a streamlined way of doing business (doing it **better**); one which should serve as a benchmark for others.

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